



COUNCIL AGENDA: 5-2-2006

ITEM: 2.8

# Memorandum

**TO: HONORABLE MAYOR AND  
CITY COUNCIL**

**FROM:** Scott P. Johnson

**SUBJECT: SEE BELOW**

**DATE:** April 26, 2006

Approved

Date

4/26/06

**SUBJECT: SOLE SOURCE PROCUREMENT FOR A Lenco BEARCAT VEHICLE  
FOR THE POLICE DEPARTMENT**

## RECOMMENDATION

Approval of a sole source procurement and adoption of a resolution authorizing the Director of Finance to execute a purchase order for a BearCat multi-wheeled, all terrain armored vehicle, manufactured by Lenco Armored Vehicles in Pittsfield, Massachusetts, and a five-year extended warranty for a total cost not to exceed \$254,000 including tax.

## OUTCOME

This specialized law enforcement equipment is necessary to further enhance the City's capabilities to detect, deter and respond to a variety of hazardous incidents including terrorism events and to allow the San Jose Police Department (SJPd) to enhance current capabilities to respond to and rescue personnel from chemical, biological, radiological, nuclear and explosive (CBRNE) incidents. This armored vehicle will sustain the capability to protect SJPd Special Operations personnel.

## BACKGROUND

The Lenco BearCat is a Chemical, Biological, Radiological, Nuclear and Explosive Incident Response and Rescue armored vehicle used for transporting personnel and equipment to and from an emergency situation or hot zone. The BearCat will be used by the SJPd Special Operations Division. It will deploy special operations, bomb, and other personnel. The BearCat is equipped to detect chemical, biological and radiological materials, and is armored to protect personnel from explosions and projectiles when required to enter hot zones in a variety of multi-hazard events.

The City purchased the 25 year old 1981 Rescue vehicle from the United States Air Force surplus property approximately 15 years ago. The vehicle is not reliable and is often in the shop for repairs and it is difficult to locate parts due to the age of the vehicle.

### **ANALYSIS**

Currently, a variety of Northern California jurisdictions including Daly City, Fresno, and Modesto Police Departments, and the Placer County Sheriff's Department are using Lenco vehicles. This vehicle is a mutual aid resource and allows for interoperability across the state and country with jurisdictions having similar equipment and trained personnel. In emergency situations, which require mutual aid assistance, the rapid response teams from these jurisdictions will be deployed in San Jose. Having the same equipment at the City will allow a smooth transition of personnel in these situations and avoid confusions with operation of equipment and reduce dangers to the lives of public safety personnel.

Lenco vehicle has proven performance and reliability to ensure the effectiveness of the asset and safety of personnel and property in the California. It is built on a Ford Truck chassis and drive train. As a result, it can be serviced and repaired at multiple Ford dealerships and General Services Administration (GSA) vehicle maintenance facilities.

The Lenco BearCat armored vehicle is available through the General Administration Services GSA 1122 procurement program that provides public agencies access to products at the Federal Government guaranteed lowest price.

One other manufacturer can provide a similar vehicle like the Lenco BearCat. However, due to interoperability/mutual aide requirements between the City of San Jose and other local agencies that own the Lenco BearCat, this vehicle was identified to best meet the public safety and security needs. This vehicle is authorized for purchase by the Federal Department of Homeland Security and meets the Urban Area Security Initiative grant guidance requirements.

Pursuant to San José Municipal Code section 4.12.149.B.2, which allows for a sole source purchase due to compatibility and interoperability of equipment, Finance has determined that the procurement of the Lenco BearCat is justified. This decision is valid for a one time purchase only. The UASI 2004 Homeland Security Grant approved the above sole source procurement and will fully fund the purchase.

### **PUBLIC OUTREACH**

Not applicable.

### **COORDINATION**

This memorandum has been coordinated with the City Manager's Budget Office, Police, General Services, and the City Attorney's Office.

HONORABLE MAYOR AND CITY COUNCIL

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**COST IMPLICATIONS**

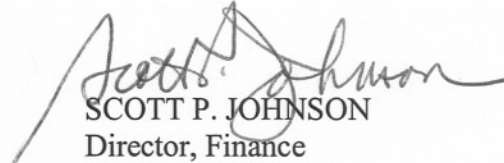
This project is funded by the Urban Areas Security Initiative (UASI) Grant funds, Grant number 2004-14, OES ID # 085-68000. On-going routine maintenance outside the five-year extended warranty is the responsibility of the City.

**BUDGET REFERENCE**

Fund #	Appn.#	Appn. Name	RC#	Total Appn.	Amt for Contract	Adopted Budget	Last Budget Action (Date, Ord No.)
001	3306	Urban Areas Security Initiative (UASI)	150700	\$7,249,826	\$254,000	P. IX-9 Operating	27645 1/10/06

**CEQA**

Not a project.

  
SCOTT P. JOHNSON  
Director, Finance

**City of San Jose  
Finance Department  
Request for Approval of Brand Name/Sole Source Procurement**

**Department Contact Information**

Department: **Police**

Department Contact Information: **Lt. Guy Bernardo #1990 , UASI Grant Program**

**Contractor and Product Information**

Contractor: **LENCO Armored Vehicles**

Address: **10 Betnr Industrial Drive, Pittsfield, MA 01201**

Contact Person and Telephone Number: **Mr. Jim Massery, Director of Government Sales, 1-800-444-5362, ext. 14**

Type of Product / Service Offered (briefly describe):

**LENCO brand, BearCat, CBRNE (Chemical, Biological, Radiological, Nuclear and Explosive) Response and Rescue Vehicle**

**Complete responses must be provided for all of the items listed below**

**A. GENERAL INFORMATION:**

**What are the performance requirements and/or functional specifications for the product you are requesting?**  
(Please provide documentation if available)

This is specialized law enforcement equipment that is necessary to further enhance our capabilities to detect, deter, and respond to a variety of hazardous incidents including terrorism events. A Lenco brand, BearCat, multi-wheeled, all terrain vehicle is used for transporting personnel and equipment to and from a hot zone. This vehicle will deploy special operations, bomb, and other personnel, is equipped to detect chemical, biological and radiological materials, and is armored to protect these personnel from explosions and projectiles when required to enter hot zones.

**What other or alternate products could potentially meet these performance requirements?**

Not applicable. There are other types of vehicles available in the market place. However, due to interoperability/mutual aid requirements between the City of San Jose and other local agencies who own the Lenco BearCat, this is a sole source procurement

**What market research was conducted, including evaluation of other items considered? Were there other items with less restrictive specifications available?**

Not applicable. This is a sole source procurement due to reason indicated in the previous question

**Are you purchasing this product in order to conduct a pilot, field test or experiment? Please describe the parameters of the test or experiment, including the operational need, the period for the pilot, and the evaluation criteria.**

NO.

Is this product necessary for proper operation or function of an existing system or program? Please explain.

Yes, when a major emergency or disaster strikes in California, we often operate under the Master Mutual Aid Agreement. This allows personnel and equipment from jurisdictions throughout the state to join together and handle local or regional events. Currently, a variety of Northern California jurisdictions including the Daly City, Fresno, and Modesto Police Departments, and the Placer County Sheriff's Department are using Lenco vehicles. In addition, 15 southern California police and sheriff departments also utilize Lenco vehicles. The personnel trained to operate this equipment and/or the equipment itself could be deployed and utilized by the San Jose Police Department. This mutual aid capability and the ability to use similar equipment across jurisdictional lines allow us a level of interoperability across the state and country that is invaluable.

Is the purchase of this product consistent with an approved technology architectural standard? Please attach documentation from ITPB.

Not Applicable

For how long is this brand name purchase request needed? Please state "One-time Purchase Only" or a specific period.

"One-time Purchase Only"

#### **B. PRICE ANALYSIS:**

What pricing information was obtained?

The pricing was obtained via Quotation 5142A from Lenco Industries. (See attached) The Lenco BearCat is available through the General Services Administration, (GSA) 1122 procurement program. This program allows agencies like ours access to products at the Federal Government's guaranteed lowest price. Lenco's GSA contract is a pre-bid, pre-negotiated, **guaranteed** minimum price. The following is the point of contact for CA.:

Ms. Gina Buccieri-Harrington

Governor's Office of Emergency Services

1130 K. St. Suite 300

Sacramento, CA 95814

916-323-7720

Fax 916-327-8714

e-mail: [gina.buccieri-harrington@oes.ca.gov](mailto:gina.buccieri-harrington@oes.ca.gov)

or [cathy.vigil@oes.ca.gov](mailto:cathy.vigil@oes.ca.gov)

Describe any cost savings realized or costs avoided by acquiring only this product versus other products.

(Please explain significant costs savings or other significant benefits such as enhanced timeliness, quality, compatibility, functionality, existing inventory, administrative costs, etc.).

This purchase is being made with 2004 Urban Area Security Initiative (UASI) Grant funding and is fully reimbursable.

Requesting Department Director

Date

4/26/06

Name

Kimberly Shunk

Signature

*Kimberly Shunk*

*Printed request signed by  
myself 4/26/06 - JS*

Revised Date:  
Original Effective Date:  
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